Welcome

STRICOM **O**mnibus **C**ontract
Industry Conference #2

AGENDA

TIME	TOPIC	BRIEFER
0800 - 0810	**INTRODUCTIONS**	**Jim McBrayer**
0810 - 0815	Acquisition Environment Vehicles	Jim McBrayer
0815 - 0825	Product Area Matrix	Jim McBrayer
0825 - 0840	SOW	Bryant Lafoy
0840 - 0845	Domains/Lots	Melissa Cossentino
0845 - 0850	SIC Codes	Melissa Cossentino
0850 - 0855	Small Business Partial Set Aside	Harlan Gottlieb
0855 - 0905	Source Selection Criteria/Methodology	Kim Denver
0905 - 0925	Past Performance	Tom Mazza
0925 - 0940	Break	
0940 - 1005	Management	Jim McBrayer
1005 - 1015	Cost Proposal Overview	Kim Denver
1015 - 1020	Organizational of Proposal	Kim Denver
1020 - 1025	Task Order Overview	Kim Denver
1025 - 1030	Types of Contracts	Kim Denver
1030 - 1040	Joint Ventures/Teaming	Harlan Gottlieb
1040 - 1050	Associate Contract Agrement	Harlan Gottlieb
1050 - 1125	Questions/Answers	Jim McBrayer
1125 - 1130	CLOSING	Jim McBrayer

STRICOM Omnibus IDIQ

Domains & Products 1.3

Product Areas	Business Domains			
	CONSTRUCTIVE	LIVE	VIRTUAL	TEST-INTRUMENTATION
INDIVIDUAL/CREW/COMBINED ARMS TRAINERS/ SIMULATORS/TEST SYSTEMS			CCTT, AVCATT, AGTS, Apache CMS, V-TDT, FST	
MAINTENANCE/PART TASK TRAINERS/SIMULATORS			KW CSMET, CH-47 Airframes Maintenance Traniner, Blackhawk Maintenance Trainer	
ADVANCED DISTANCE LEARNING		Web Based Training, Distributed Learning, Commercial Games		
RANGES/INSTALLATION INSTRUMENTATION SYSTEMS		CTC,OIS, FTI, JRTC,CMTC, MOUT		TSN, HSTSS, MAIS, MIRSP, APAR, FSS, TRACS, FIT, FSAT, Targets
SIMULATIONS & SIMULATION SYSTEMS	WARSIM, ModSAF, OneSAF, Janus, CCTT SAF, CBS, BBS, Eng /Physics Based Models		Virtual Target Models	
TACTICAL ENGAGEMENT SIMULATOR SYSTEMS		MILES 2000/MILES, MAIS, Battlefield Effects (Pyro,smoke etc)		
EMBEDDED TRAINING/TESTING		ITAS		HSTSS
ADVANCED CONCEPTS	AWEs, BLWEs, ACTDs, STOWs, AEs, SEDRIS, ADST efforts, SBA/SMART	AWEs, BLWEs, ACTDs, STOWs, AEs, SEDRIS, ADST efforts, SBA/SMART	AWEs, BLWEs, ACTDs, STOWs, AEs, SEDRIS, ADST efforts, SBA/SMART	Telecommunications, EO/EM Sys., TSPI, Acoustical, Optical, Microcircuits, PowerGeneration

NOTE: The systems listed above are provided as examples only to aid you in picking similar projects for your Present and Past Performance and Capabilities Assessment. If your company has been involved in one of the listed projects it may be used in your submission.

STRICOM Acquisition Environment

Acquisition Environment Tools

- Omnibus IDIQ
- GSA/GSA Schedule BPA
- 8a or SDB set aside IDIQ or C-Type Contract
- 8a Sole Source IDIQ or C-Type Contract
- Simplified Acquisition/Small Purchase (For commercial items $5M or less)
- BAA, SBIR & and etc.
- Other Agencies vehicles
- C-Type Contract * Command Approval *

STATEMENT OF WORK

(version 0.9)

- Business Domains defined (Introduction)
- Product Areas listed (Appendix A)
- Requirements stated
  - Engineering
  - Test
  - Program Management
  - System Security
  - Interim Contractor Support
  - Transition to LCCS
  - Deployment
  - Horizontal Integration

BUSINESS DOMAINS

1. Virtual Domain

The virtual domain is a replication of actual warfighting equipment, systems, and munitions with the capability to execute individual, crew and collective training, testing, experimentation and rehearsal in a specific environment. It includes training/testing/experimentation executed using computer generated battlefields in simulators with the approximate physical layout of tactical weapons systems and vehicles.

BUSINESS DOMAINS

2. Constructive Domain

The constructive domain includes wargames and automated simulations which represent actions of people and systems in the simulation. They are usually identified with the large-scaled, complex, computer-driven models most often associated with exercises dealing with battalions, brigades, divisions, corps, and Echelons Above Corps. This domain also includes entity level force simulations, and models.

BUSINESS DOMAINS

3. Live Domain

The live domain is a representation of military operations using live forces and instrumented weapon systems interacting on training, test, and exercise ranges which simulate experiences during actual operational conditions. It includes training/ testing or experimentation executed in field conditions using tactical equipment, enhanced by training aids, devices, test systems, simulators, and simulations (TADSS) and Tactical Engagement Simulation (TES) to simulate combat conditions.

BUSINESS DOMAINS

4. Test-Instrumentation Domain

The test-instrumentation domain includes the systems, sub-systems, components, or devices which individually or collectively test materiel, systems or weapon systems in a developmental or operational testing environment or training exercise. This includes sensors, telecommunications equipment and other materials that provide the capability to detect, measure, record, transmit and process / analyze information generated during a test or training exercise.

Product Areas

1. Individual /Crew/Combined Arms Trainers/Simulators/Test Systems

Any training or testing simulator/device used to train: an individual, crew or multiple crews to operate or employ an operational system or a number of dissimilar operational systems.

2. Maintenance/Part Task Trainers/Simulators

Any device or simulator used to train personnel in the performance of subsystem operation or maintenance on a particular system, subsystem or type of equipment.

Product Areas

3. Advanced Distance Learning (ADL)

Any computer based interactive courses of instruction employing a number of Computer Based Training workstations that access courses of instruction via a telecommunication link.

4. Range/Installation Instrumentation Systems

Any system, including the telecommunications integration of that system, used to track any entity or collect any data at any facility or area for the: training, testing, or operation of a weapon or system; the live firing of a weapon/weapons; or the maneuvering of operational equipment/units.

Product Areas

5. Simulations and Simulation Systems

Simulations include the stimulation and simulation of command and battle staff processes in both analog and digital systems in a synthetic environment, and engineering and scientific simulations. The simulations operate in real time to non-real time (faster and slower) depending on the specific applications, and represent systems at the aggregate, entity and sub-entity level and all levels of command. The simulations may range from low to high fidelity and can be used to support network simulators by providing simulated friendly and opposing forces. These simulations may include the requirements of the ACR, RDA, and TEMO domains as well as the requirements of other services and joint simulations in the synthetic environment.

6. Tactical Engagement Simulator Systems

Any system of people safe transmitters, receivers, sensors and support equipment used to allow force on force training or testing of individuals, equipment or units of individuals and equipment.

Product Areas

7. Embedded Training/Testing

Hardware/ Software and software simulations hosted in an operational system or piece of equipment that allow training or testing on that equipment with or without the actual operation of the equipment or system.

8. Advanced Concepts

Any innovative application of an existing or emerging technology, state-of-the-art tool, or advanced concept system. Advanced Concepts include the planning and implementation of simulation based demonstrations, experiments, and exercises, and other advanced concepts, analysis, and applications as they emerge.

SOW Requirements

Engineering (3.1)

- Domain Engineering - www.sei.cmu.edu
- Knowledge Engineering
- Systems Engineering

- **Test (3.2)**
  - Test Evaluation Master Plan

- **Program Management (3.3)**
  - Integrated Product and Process Development - www.acq-ref.navy.mil
  - Integrated Master Plan/Integrated Master Schedule
  - Contract Management
  - Earned Value Management - www.acq.osd.mil
  - Risk Management
  - Associate Contractor Agreements
  - Subcontractor Management
  - Cost As an Independent Variable - www.acq-ref.navy.mil

SOW Requirements

- **System Security (3.4)**
  - Refer to http://mattche.iiie.disa.mil/
  - Acquisition Systems Protection Plan (DoD)
  - Team Orlando Program Protection Plan
  - DD Form 254 (Secret at IDIQ Level)
- **Interim Contractor Support (3.5)**
- **Transition to Life Cycle Contractor Support (3.6)**
- **Deployment (3.7)**
- **Horizontal Integration (3.8)**

Section B

- Business Domains identified as Contract Lots
  - Lot I - Constructive
  - Lot II - Virtual
  - Lot III - Live
  - Lot IV - Test Instrumentation
- Product Areas identified as CLINs

Standard Industrial Classification

LOT	CODE	SIZE STANDARD
I - Constructive	3699	750 Employees
II - Virtual	3699	750 Employees
III - Live	3699	750 Employees
IV - Test-Instrumentation	8731	1000 Employees

Small Business

- Two small business set-asides per Lot
- Must satisfy all product areas within a lot either alone or through contractor teaming agreement
- No 51% work requirement for basic IDIQ award
- 51% requirement only for small business set-aside task orders
- DCMC will assist in review for compliance
- Adaptation of the FAR Part 19 “partial set-aside”
- Small business content goal of 20% for large and small businesses receiving task orders on unrestricted basis

Source Selection Criteria

- Best Value
- Factors
  - Past Performance
  - Management
  - Cost
- Relative Importance
  - PP > Mgt
  - Mgt significantly > Cost
  - (PP + Mgt) is significantly > Cost

Source Selection Methodology

- Proposal Rating
  - Measures extent to which offeror meets RFP requirements
  - Supported by strengths and weaknesses
- Proposal Risk
  - Evaluated risk associated with proposed approach
  - Supported by strengths and weaknesses
- Performance Risk
  - Assessment of the likelihood that the offeror will successfully complete RFP requirements based on previously demonstrated relevant performance
  - No relevant past performance = neutral rating

Past Performance Volume

Past Performance

- Factor 1: Past Performance (50 pages)
  - Subfactor 1.1 - Management and Manufacturing Process
  - Subfactor 1.2 - Business Relationships
  - Subfactor 1.3 - Subcontracting Plan
- Relative Importance
  - **1.1 > 1.2**
  - **1.2 > 1.3**

Past Performance

- Subfactor 1.1
  - Element 1.1.1 - Engineering Processes and Applied Management
  - Element 1.1.2 - Hardware/Software Development and Integration
  - Element 1.1.3 - Hardware Manufacturing and Quality
- Relative Importance
  - **1.1.1 = 1.1.2 = 1.1.3**

Past Performance

- **Sub-Factor 1.2 -** Business Relationships
  - Element 1.2.1 - Integrated Product Teams
  - Element 1.2.2 - Associated Contractor
  - Element 1.2.3 - Flexibility and Responsiveness
  - Element 1.2.4 - Exercises and Experiments
- Relative
  - **1.2.1=1.2.2=1.2.3=1.2.4**

Past Performance

Sub-Factor 1.3 - Subcontracting Plan

- Small business participation
- Complexity work

STRICOM Omnibus IDIQ

Management Volume

Management

- FACTOR 2: Management
  - SUB-FACTOR 2.1 – Integrated Product and Process Development (IPPD)
  - SUB-FACTOR 2.2 – Management of Cost, Schedule, and Performance
  - SUB-FACTOR 2.3 – Communications
  - SUB-FACTOR 2.4 – Contract Management
- Relative Importance
  - **2.1 > 2.2**
  - **2.2 > 2.3**
  - **2.3 = 2.4**

Management

FACTOR 2 Management

SUB-FACTOR 2.1 – Integrated Process and Product Development

ELEMENT 2.1.1 – Technical Processes
ELEMENT 2.1.2 – Management Processes
ELEMENT 2.1.3 – Requirements Management
ELEMENT 2.1.4 – Technical Expertise

SUB-FACTOR 2.2 – Management of Cost, Schedule, and Performance

SUB-FACTOR 2.3 – Communications

ELEMENT 2.3.1 – Organizational
ELEMENT 2.3.2 – Traceability

SUB-FACTOR 2.4 – Contract Management

ELEMENT 2.4.1 – Teaming
ELEMENT 2.4.2 – Small Business

Management

- SUB-FACTOR 2.1 – Integrated Process and Product Development
  - ELEMENT 2.1.1 – Technical Processes
  - ELEMENT 2.1.2 – Management Processes
  - ELEMENT 2.1.3 – Requirements Management
  - ELEMENT 2.1.4 – Technical Expertise
- Relative Importance:
  - **2.1.1 > 2.1.2**
  - **2.1.1 > 2.1.3**
  - **2.1.3 = 2.1.4**

Management

SUB-FACTOR 2.2 – Management of Cost, Schedule, and Performance

Management

- SUB-FACTOR 2.3 – Communications
  - ELEMENT 2.3.1 – Organizational
  - ELEMENT 2.3.2 – Traceability
- Relative Importance:
  - **2.3.1 = 2.3.2**

Management

- SUB-FACTOR 2.4 – Contract Management
  - ELEMENT 2.4.1 – Teaming
  - ELEMENT 2.4.2 – Small Business
- Relative Importance:
  - **2.3.1 = 2.3.2**

Management

Page Count Recommendation

FACTOR 2: Management - (35 Pages)

SUB-FACTOR 2.1 – Integrated Process and Product Development

SUB-FACTOR 2.2 – Management of Cost, Schedule, and Performance

SUB-FACTOR 2.3 – Communications

SUB-FACTOR 2.4 – Contract Management

STRICOM Omnibus IDIQ

Cost Volume

Cost Evaluation

- Time & Material basis
  - Labor
  - Material Handling
  - Travel G&A
- Representative Labor Categories/Descriptions
- Rates
  - Established for 3 contract fiscal years
  - Binding only for T&M task orders
- Cost Realism analysis

Cost Evaluation Format

LABOR CATEGORY FY 00-01	Estimated Manhours	Rates	Estimated Price
Analyst, Operations Research, Level 2	711	$25.89	$18,395.10
Analyst, Training, Level 2	142	$23.72	$3,367.29
Assistant, Logistics	923	$21.00	$19,377.54
Coordinator, Project	12521	$42.57	$533,013.52
Engineer, Electronics, Level 2	657	$31.58	$20,734.32
Writer, Technical	772	$32.63	$25,198.92
LABOR TOTAL	15725		$620,087
Material			$ 40,000,000.00
Material Handling	10%		$ 4,000,000.00
Travel			$ 10,000,000.00
G&A	10%		$ 1,000,000.00
TOTAL			**$55,620,087**

Offeror's are to propose their own labor rates, material handling rate, and G&A rate to reflect their proposed approach.

Proposal Organization

- Volumes
  - I. Administrative (Hard Copy)
  - II. Past Performance (Electronic)
  - III. Management (Electronic)
  - IV. Cost (Electronic)
- Single Disk for each volume
- Single set of volumes (disks) for each Lot
- Offeror may propose against <u>one or more</u> Lots

Task Order Process

- Coordinated with SADBUS
- Small Business set-asides & unrestricted
- Competed within Domain (Lot)
- Issued within Lot involving majority of work
- Issued against multiple Lots
- Offered to multiple Domains where no clear distinction exists

Contract Types

- Cost Plus Fixed Fee (CPFF)
- Time & Materials (T&M)
- Firm Fixed Price
- Cost Plus Award Fee
- Cost Plus Incentive Fee
- Fixed Price Award Fee
- Fixed Price Incentive Fee

Contractor Teaming Agreements

- Two or more companies in partnership or joint venture to act as prime
- Traditional prime-subcontractor arrangement
- Proposal requirements
  - Submit copy of joint venture or partnership agreement (not for prime sub relationships)
  - Company relationships and lines of authority must be disclosed - who can bind team?
  - If joint venture, venturers must be jointly and severally liable for performance of delivery orders

Associate Contractor Agreements (ACA)

- Horizontal integration, interoperability, and LCCS contracts
- In IDIQ contract
  - ACA with existing LCCS
  - ACA with STOC IDIQ primes
- Delivery orders will specify associate contractors
- ACA terms and conditions
  - Government identifies:
    - Associate contractors
    - Subject matter of required interface (Task Order)

Associate Contractor Agreements (ACA)

- Contractor requirements for agreement
  - How information will be shared
  - Categories of shared information
  - Data rights protections
  - Progress reports on ACA communications
  - Dispute resolution mechanism
  - Resources essential to perform ACA
  - Identify any organizational conflict of interests

Acquisition Schedule

- Draft RFP 17 Mar 00
- Final RFP 6 Apr 00
- Proposal Due 6 Jun 00
- Contract Award 1 Sep 00